



## Business Matchmaking and Tradeshow – July 17



The East Tennessee Purchasing Association will host its Annual Business Matchmaking & Tradeshow Event on July 17, 2014. We are very excited to share what we believe will be an even bigger and better event this year. We believe that this is an exceptional opportunity to maximize your firm's advertising dollars through having up to 30 procurement representatives from various local, state and federal governmental agencies under one roof at one time.

The purpose of the event is simply to match small/mid-sized businesses with governmental agencies that have contract opportunities for products/services and to create relationships to build future business opportunities.

This event brings together numerous small/mid sized businesses who meet in pre-scheduled face-to-face appointments with approximately 30 procurement officials from the public sector. Thus far, the confirmed participating procurement officials represent such organizations as **The University of Tennessee, Knox County, City of Knoxville, Knoxville's Community Development Corporation, Knoxville Utility Board, the Public Building Authority of Knox County and Knoxville, Tennessee, the City of Johnson City, Metropolitan Knoxville Airport Authority, Pellissippi State Community College, Anderson County, Roane County, the City of Chattanooga, General Services Administration (GSA), Johnson City Housing Authority, Roane State Community College, B&W Y-12, Oak Ridge National Laboratory, Sullivan County, the City of Oak Ridge, URS|CH2M Oak Ridge (UCOR), Blount County, the State of Tennessee and the Tennessee Valley Authority (TVA).**

There are four possible ways to participate in this event: You may register for Business Matchmaking either 1) As an attendee for no fee to meet with Matchmakers or 2) As a Tradeshow Vendor for a fee of \$200 or \$400 to meet with Matchmakers, have lunch with the Matchmakers and set up a booth to display your goods and services; 3) You may also register for a "Meet-N-Greet" Breakfast for \$25; and 4) You may attend two free seminars with the Small Business Administration's (SBA) about their Lending Program and the 8(a) Business Development Program and HUBZone program.

### **Business Matchmaking Attendee Registration**

Have appointments to meet with  
Matchmakers for no cost

### **Business Matchmaking Tradeshow Vendor (\$225 or \$425) Registration**

Have appointments to meet with  
Matchmakers, have lunch with the  
Matchmakers & set up booth in  
Tradeshow

### **Meet-N-Greet Breakfast Registration \$25**

Limited to first 40 registrants –  
exclusive mixer over breakfast with the  
Matchmakers & State Commissioner of  
the Department of General Services  
Bob Oglesby

### **Key points about the event:**

- The Business Matchmaking and Tradeshow takes place from 9 a.m. to 3:30 p.m. on July 17, 2014 at the Rothchild Conference and Catering Center located at 8807 Kingston Pike, where there is plenty of free parking.
- Register online beginning March 3rd at [www.etpanews.org](http://www.etpanews.org). For questions on the event or registration contact Penny Owens at [powens@cityofknoxville.org](mailto:powens@cityofknoxville.org)
- Register for a booth discount by May 1, 2014 and be sure to get a guaranteed spot with the final registration deadline being **June 27, 2014**.
- The Business Matchmaking program consists of 10-minute appointments between small/mid-sized businesses and matchmaking entities who **have pre-registered**.
- The number of appointments assigned will be limited based on demand. However, cancellations and no-shows happen so if you have registered, we will try to work you in for additional appointments as openings occur.
- Tradeshow participation cost is \$200 (\$225 after 5/1/14) or \$400 (\$425 after 5/1/14) per booth. The higher cost is for a premium booth location. You may also bring an advertisement in mp3 format to be played by radio station WJBE the day of the event.
- For an additional fee of \$25 per person you may also participate in a "Meet-N-Greet" breakfast gathering in an informal setting prior to the start of the event with many top procurement representatives. Breakfast is from 8:15 a.m. – 9:00 a.m.

In summary, this event will provide a unique marketing/advertising opportunity to your company in that you will have the opportunity to interact with approximately 350 other small/mid-sized businesses as well as 30(+) procurement representatives who have many needs and blanket the East Tennessee region.

**Don't miss this exciting opportunity – Register today!!**

Sponsored by members of the East Tennessee Purchasing Association